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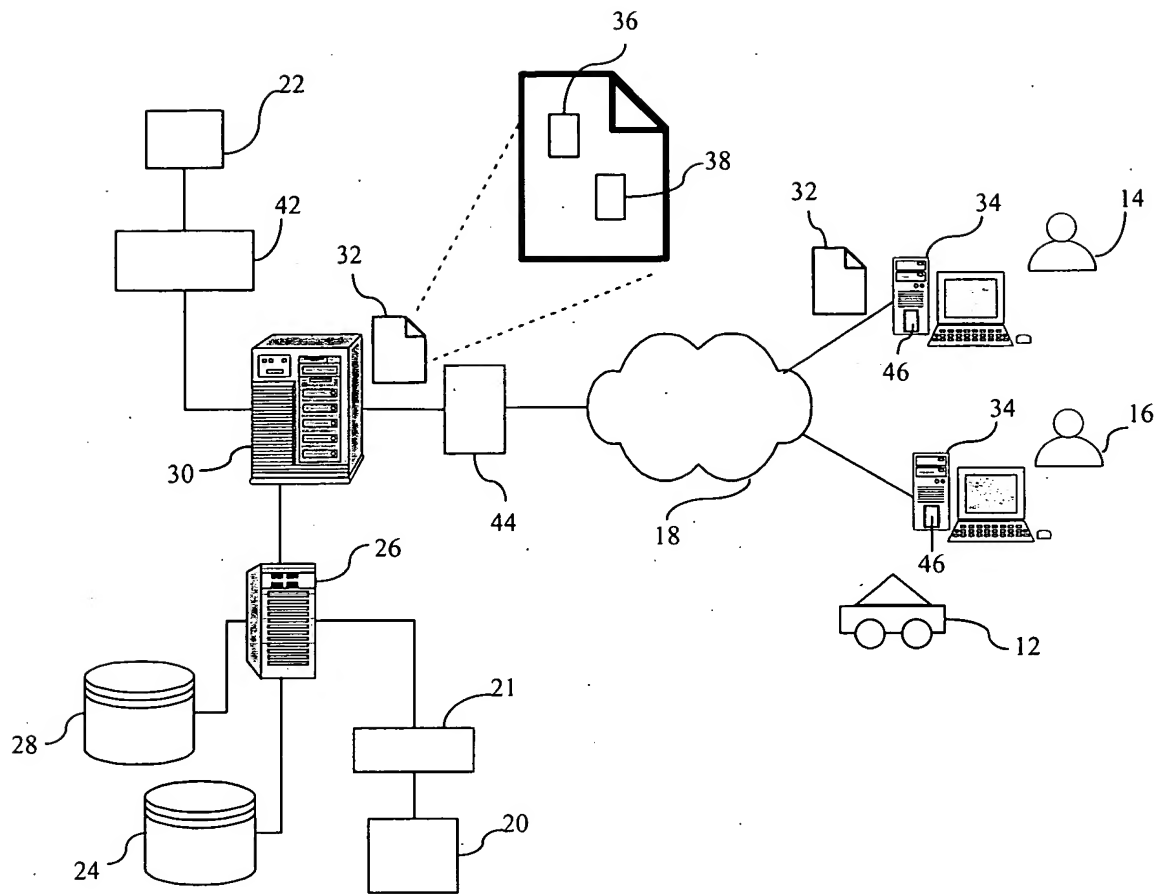
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10

Fig. 1

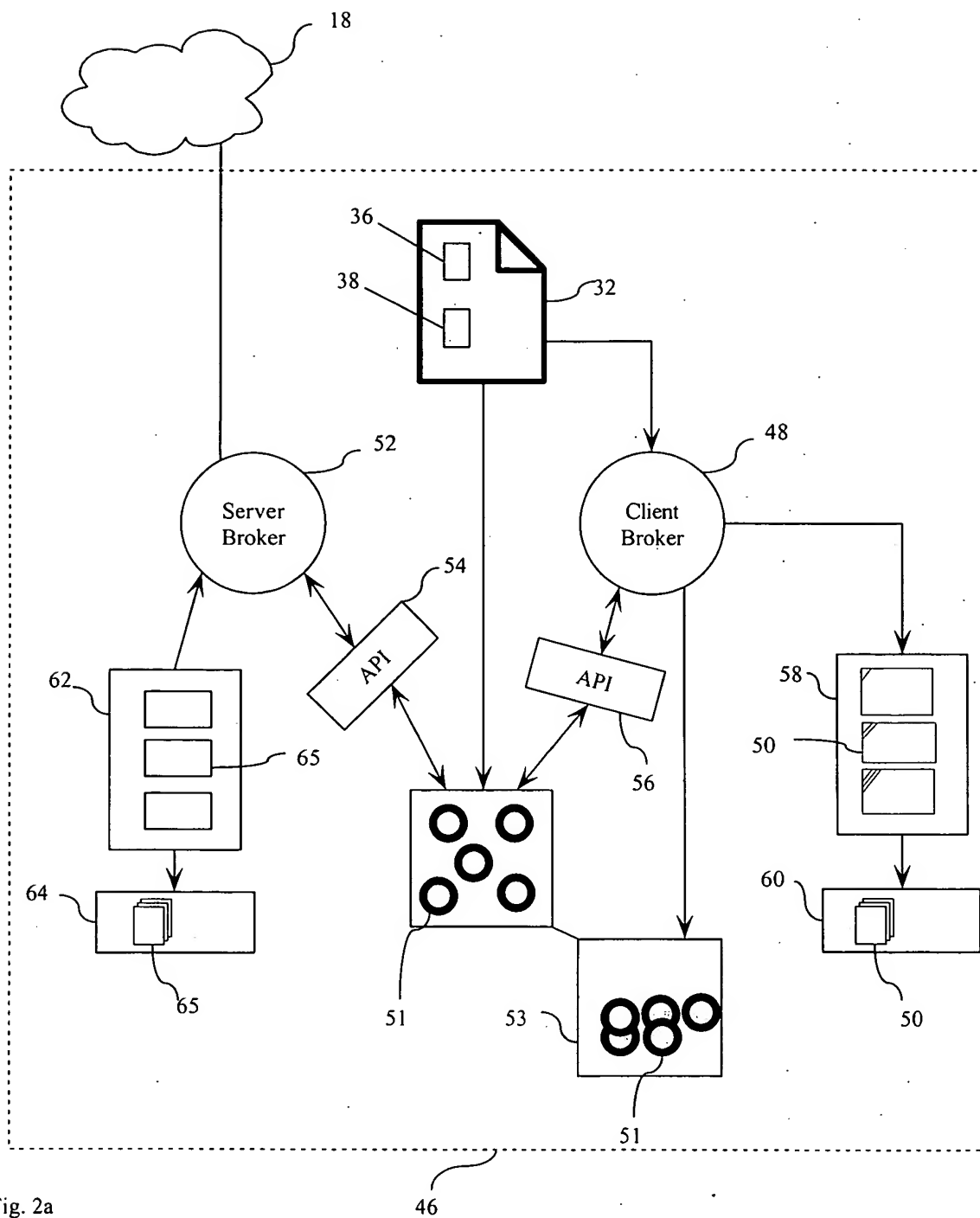


Fig. 2a

JMAHER, MVL LEASING

TORONTO AUCTION

CREDIT LIMIT: \$120,000 CAD

THU, FEBRUARY 8, 2001 - 10:44am

MY BIDS click on a vehicle for more detail.

BALANCE: \$34,500USD

Dealer

Show all my bids

#	YR	MAKE	MODEL	BODY	COL	MI(000)	DAM	TYPE	SELL	LOCATION	S	END	CURR.	BID	NOTE	DETAIL
112	99	Ford	Mustang	2DCP	RED	143	\$100	LEASE	DZEER	Toronto, ON	1	3:14	\$12,300	R	13,000	⊕
118	99	Cadillac	Seville	4DSN	BLU	43	\$200	RENT	FIRRE	Toronto, ON	1	3:14	\$12,300	F		⊕
132	99	Ford	Mustang	4DSN	BLK	143	\$300	RENT	BINER	Toronto, ON	1	3:14	\$12,300			⊕
006	99	Ford	Mustang	2DCP	GRE	143	\$500	W/OFF	HYUER	Toronto, ON	1	3:14	\$12,600	R	12,600	⊕*
234	99	Ford	Mustang	2DCP	BLU	43	\$500	LEASE	KIMER	Toronto, ON	1	3:14	\$12,700	F	12,500	⊕
345	99	Ford	Mustang	2DCP	SL	43	\$200	LEASE	KIMER	Toronto, ON	4			R	11,300	⊕
346	99	Ford	Mustang	2DCP	YEL	43	\$500	LEASE	KIMER	Toronto, ON	2			R	12,300	⊕
334	99	Ford	Mustang	2DCP	BLU	13	\$800	LEASE	KIMER	Toronto, ON	2			R	10,500	⊕

MY SALES click on a vehicle for more detail.

SOLD: \$35,600USD

Show all my sales

#	YR	MAKE	MODEL	BODY	COL	MI(000)	DAM	TYPE	LOCATION	S	END	RSRV	CURR.	BIDS	DETAIL
112	99	Ford	Mustang	2DCP	RED	143	\$100	LEASE	Toronto, ON	1	END	\$13,000	13,100	3	⊕
118	99	Cadillac	Seville	4DSN	BLU	43	\$200	RENT	Toronto, ON	1	1:00	\$13,300	12,100	6	⊕
132	99	Ford	Mustang	4DSN	BLK	143	\$300	RENT	Toronto, ON	1	END	\$12,300	12,500	23	⊕
006	99	Ford	Mustang	2DCP	GRE	143	\$500	W/OFF	Toronto, ON	1	0:15	\$12,600	12,600	1	⊕
234	99	Ford	Mustang	2DCP	BLU	43	\$500	LEASE	Toronto, ON	2		\$14,000	12,500		⊕
345	99	Ford	Mustang	2DCP	SL	43	\$200	LEASE	Toronto, ON	4		\$13,000	11,000		⊕
346	99	Ford	Mustang	2DCP	YEL	43	\$500	LEASE	Toronto, ON	2		\$13,000	12,300		⊕
334	99	Ford	Mustang	2DCP	BLU	13	\$800	LEASE	Toronto, ON	2		\$13,000	13,500		⊕

AUCTION MONITOR click on a vehicle for more detail.

Show all segments

#	YR	MAKE	MODEL	BODY	COL	MI(000)	DAM	TYPE	SELL	LOCATION	S	END	CURR.	NOTE	DETAIL
112	99	Ford	Mustang	2DCP	RED	143	\$100	LEASE	DZEER	Toronto, ON	1	3:14	\$12,300		⊕
118	99	Cadillac	Seville	4DSN	BLU	43	\$200	RENT	FIRRE	Toronto, ON	1	3:14	\$12,300		⊕
132	99	Ford	Mustang	4DSN	BLK	143	\$300	RENT	BINER	Toronto, ON	1	3:14	\$12,300		⊕
006	99	Ford	Mustang	2DCP	GRE	143	\$500	W/OFF	HYUER	Toronto, ON	1	3:14	\$12,600		⊕*
234	99	Ford	Mustang	2DCP	BLU	43	\$500	LEASE	KIMER	Toronto, ON	2				⊕
345	99	Ford	Mustang	2DCP	SL	43	\$200	LEASE	KIMER	Toronto, ON	4				⊕

SEARCH / PRICE LOOK UP

GROUP BIDS mustangs

ADD EDIT ?

#	YR	MAKE	MODEL	BODY	COL	MI(000)	DAM	TYPE	SELL	LOCATION	S	END	CURR.	NOTE	DETAIL
006	99	Ford	Mustang	2DCP	GRE	143	\$500	W/OFF	HYUER	Toronto, ON	1	3:14	\$12,600	12,600	⊕*

RANGE BID (\$USD) Max. 20% variance OR FIRM BID (\$USD)

REMOVE FROM BIDS

12,000 TO 12,500 SUBMIT 12,700 12,800 12,900 13,000 13,100 SUBMIT

Figure 2b

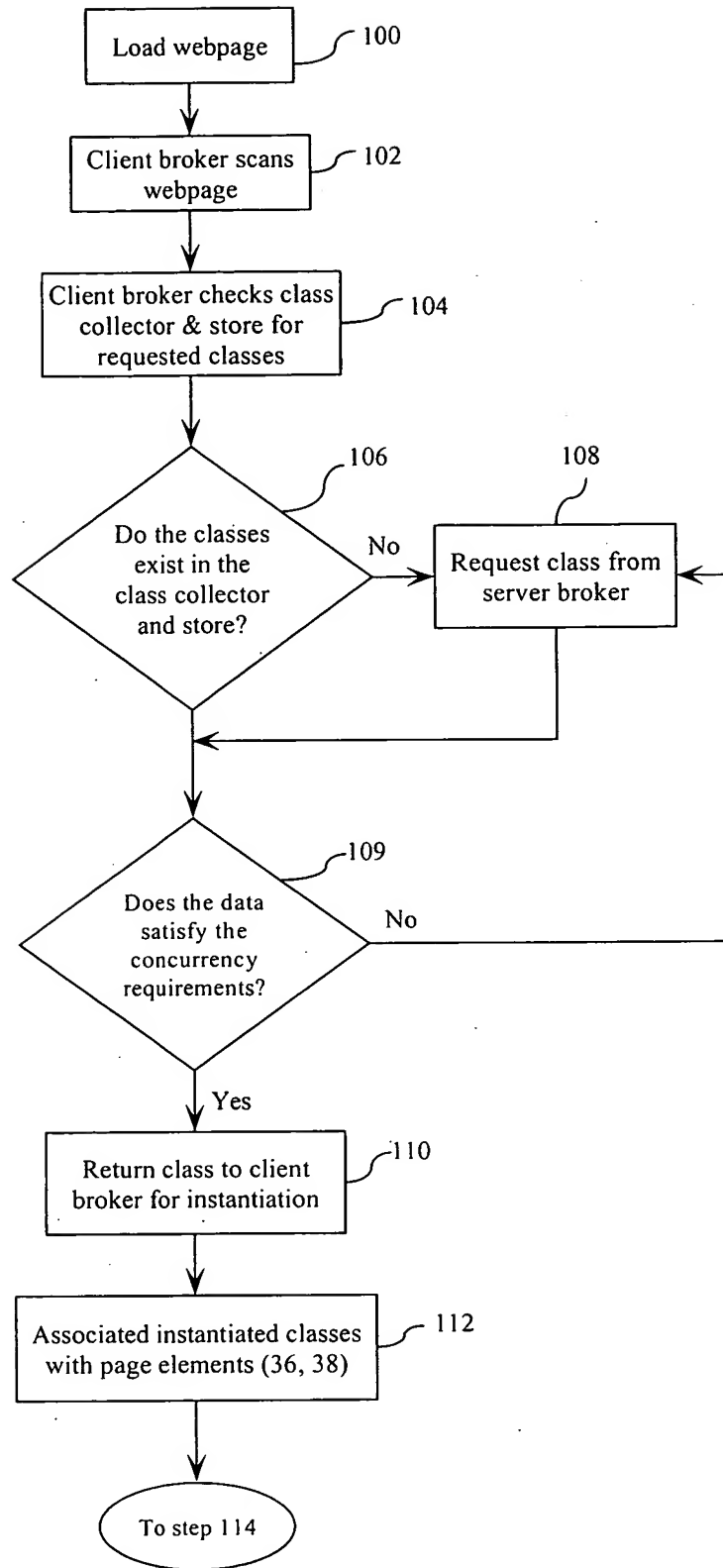


Fig. 3a

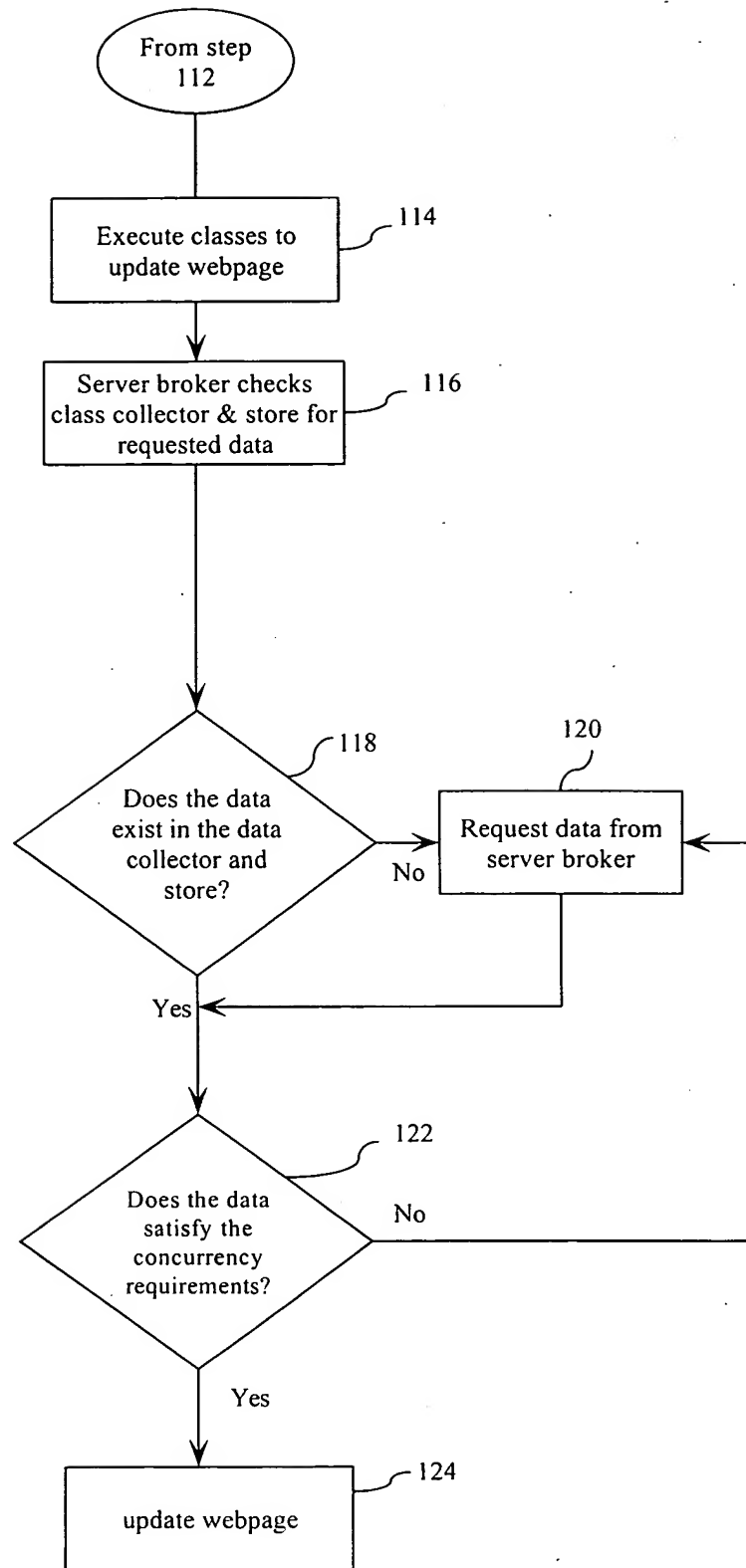


Fig. 3b

PDQ

auto.com

HOME AUCTIONS

LOG OUT

HOME

ABOUT

CONTACT

FAQ

HELP

RECORDS

PREVIEW

COMPANY

CREDIT LIMIT: \$300,000

CAD

Oct 16, 9:55:20AM

USER LOGIN

Welcome to PDQauto.com!

Please enter your username and password:

Username:

imshanahan

Password:

LOGIN

HELP

Fig. 4

User Details

User id
 Old Password
 New Password Re-enter New Password
 Title
 First Name
 Last Name
 Language
 Country
 Address
 City
 Zip/Postal Code
 Province/State
Preferences
 Currency

If you want to purchase vehicles, you must provide the following information.

SIN or SSN

Dealer Licences

Country	Province/State	Licence Code	Expiry Date	Upload	Delete
Canada	Ontario	OTRS1573	2003 Sep 30	<input type="button" value="Upload"/>	<input type="button" value="Delete"/>
Canada	Quebec	GHR587	2002 Dec 31	<input type="button" value="Upload"/>	<input type="button" value="Delete"/>
<input type="text" value=""/>	<input type="text" value=""/> <input type="button" value="v"/>	<input type="text" value=""/>	<input type="text" value=""/> <input type="button" value="v"/>	<input type="button" value="Upload"/>	<input type="button" value="Delete"/>

If you prefer to fax your licences, click here

Figure 5

Upload Dealer Licence

Dealer: Mike Shanahan

Select the licence image on your hard drive or network.

Ontario

Browse...

Upload

Continue

Figure 6

Company Administration - Menu

Company

Shanahan Ford Lincoln ▼

COMPANY

Location

H.O Newmarket ▼

LOCATION

Enter the user-id of a person who is registered with PDQ

or

Select a person who is already authorised for your company

EMPLOYEE

▼

Lou Boyle

Mike Shanahan

Phil Tair

Figure 7

Company Details

Company Name:

Principal:

Title

First Name

Last Name

Position

Currency:

Would you like to be an arbitration appraiser for vehicles that are located near you? Yes ☐ No ☒

Dealer Licences

Country	Province/State	Tax Exempt Code	Licence Code	Licence Expires	Upload	Delete
Canada	British Columbia	5736253	D5HR3N5T	2004 Jan 31	<input type="button" value="Upload"/>	<input type="button" value="Delete"/>
Canada	Ontario	TR987FG	348999	2004 Feb 8	<input type="button" value="Upload"/>	<input type="button" value="Delete"/>
United States of America	Rhode Island	P9UI458	3487245	2003 Jun 15	<input type="button" value="Upload"/>	<input type="button" value="Delete"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="button" value="Upload"/>	<input type="button" value="Delete"/>

If you prefer to fax your licences, click here:

Figure 8

Upload Dealer Licence

Dealer: Shanahan Ford Lincoln

Select the licence image on your hard drive or network.

British Columbia

Browse...

Upload

Continue

Company Location	
Location Name	H.O. Newmarket
Head Office	<input checked="" type="checkbox"/>
Country	Canada
Address	567 Davis Dr
City	Newmarket
Zip/Postal Code	L3Y 2P5
Province/State	Ontario
Time Zone	Eastern Time
Phone Number	(905)853-5000
Fax Number	(905)853-3004
Email Address	info@shahanfordlincoln.com
Save	Delete

Figure 1 b

Company Employee

Company: Shanahan Ford Lincoln

User-id: mshanahan

Name: Mike Shanahan

Address: 123 The Burbs
Toronto, Ontario
M4V 1A1

Location

H.O Newmarket ▼

Maximum amount that the employee can spend in an auction

150000 CAD

How much can the employee reduce the reserve during negotiation?

9500 CAD

Roles

Accounts payable

☐

Accounts receivable

☐

Buyer

☒

Company Administrator

☒

Monitor

☐

Seller

☒

Save

Delete

Figure 11

Auction Administration

Auction Class:

Auction Class Details Auction List

Figure 12

Auction Class Administration

Auction Class Details

Auction Name	Tricar	Setting the status to 'active' causes an auction to be scheduled
Status	Inactive	One auction class is designated as the default; this is the template for new auction classes
Default Auction	132	
Type	Open	
Currency	Canadian Dollar	
Time Zone	Eastern Time	
Office Address		
City		
Province/State	Ontario	
Country	Canada	
Zip / Postal Code		
Phone Number		
Fax Number		
Email Address		
Earliest Year	140	Vehicles manufactured prior to this year are excluded from the auction
Maximum Odometer	142	Vehicles with a higher odometer reading are excluded from the auction
Reserve Permitted	144	If this is checked, a reserve can be specified when a vehicle is submitted
Auction Duration	120 minutes	The duration of an auction if all regular segments are used
Segment Duration	5 minutes	The duration of a segment
Segment Interval	2 minutes	The interval between the end of a segment and the start of the next one
Segment Capacity	100	The maximum number of vehicles that can be assigned to a segment
Extension Segment Count	0	The maximum number of extension segments
Extension Segment Minimum Capacity	154	The minimum number of vehicles that must be assigned to an extension segment
Overlapping Segments Permitted	158	If this is checked, overlapping segments are used if too many vehicles are submitted
Overlapping Segment Minimum Capacity	160	The minimum number of vehicles that must be assigned to an overlapping segment
Segment Manufacturer Limit	100	The maximum number of vehicles from each manufacturer that can be assigned to the same segment
Segment Model Limit	100	The maximum number of vehicles for each model that can be assigned to the same segment
Initial Bid Warning %	120	The buyer will be warned if his initial firm bid exceeds this percentage of the reserve. E.g. Set this to 110 to warn him if his bid exceeds the reserve by 10%.
Initial Bid Range %	70 to 185	The allowable limits for the initial range bid are randomly calculated by applying these percentages to the reserve
Range Initial Bid %	80 to 168	The range initial bid must be within this percentage of the range upper bid
Range Bid Maximum Spread	6000	The difference between the range initial bid and the range upper bid must not exceed this amount
Offers Permitted	172	If this is checked, offers can be submitted
Offer Rejection Delay	15 to 120 minutes	If an offer is automatically rejected, the buyer is notified after a delay that is randomly calculated within this range
Default Offer Duration	180 minutes	

Fig. 13a

Continued on
Next Page

Continued From Previous Page

After viewing an offer, the salesperson must accept it within this time period to prevent it from expiring.

If a dealer wants his finance company to pay for his purchases, he must register for the auction before this duration prior to the start of the auction is reached.

The duration prior to the start of the auction when vehicles are assigned to segments

The duration prior to the start of the auction after which no offers can be submitted

The duration prior to the start of the auction after which unfinished offers are cancelled

The period that must elapse, without any bids being submitted, before bidding on a vehicle is closed

The period after bidding closes during which the seller may start negotiation

If the participant does not respond to a negotiator offer during this period, negotiation is terminated

Offer Reply Time	5 minutes
Registration Lead Time	60 minutes
Vehicle Schedule Lead Time	120 minutes
Offer Submission Lead Time	60 minutes
Offer End Lead Time	30 minutes
Bidding Countdown Period	60 seconds
Negotiation Initiation Time	3 minutes
Negotiation Reply Time	3 minutes

Segment Limits

Segment	Minimum Vehicle Count
1	0
2	100
3	200
4	300
5	400
6	500
7	600
8	700

124

Bidding Increments

High Bid is At Least	Bidding Increment
0	50
9000	100

196

Auction Schedule

Start Time	End Time
e.g. 14:30	
Friday 14:30	16:00

198

Save

Fig. 135

Submit Vehicle

Seller: Tricor

Enter a New or Existing VIN (for an existing VIN, you may just enter the last 6 characters)

or

Select an Existing VIN

Continue

1FMZU24E7XUA53192	1999	Ford Explorer
1FMDU24X1SUA29474	1999	Ford Explorer
1FTRW07342KP21257	1999	Ford F-350
1FMDU35P4TZB53019	2000	Ford F-150
1FTNX21L9YED74028	2000	Ford F-250
2FMZA5144YBC12327	2000	Ford Windstar
1FMZU72E4YZA50349	2000	Ford Windstar
1FTRW07342KC21257	2001	Ford E-350 Super Duty
1FTRW07342KC21257	2001	Ford E-350 Super Duty
2FMZA554X1BB05380	2001	Ford Windstar

Figure 14

Submit Vehicle - Menu

VIN: 1FMDU34X0SDA65467
Model: 2002 Ford Thunderbird
Status: Incomplete

Step 1:

VEHICLE DETAILS

Step 2:

VEHICLE PHOTOGRAPHS

Either:

Step 3a:

APPRAISAL

Step 3b:

APPRAISAL PHOTOGRAPHS

or:

Step 3:

REQUEST APPRAISAL

When you have entered all the vehicle's information, click here. This will allow purchasers to see the vehicle:
Step 4:

LIST

WITHDRAW

SUBMIT ANOTHER VEHICLE

Figure 15

Submit Vehicle - Vehicle Details

VIN: IFNIDU34N0SDA65467 Seller: Status: Accepted
 Year: 2002 Make: Ford Model: Thunderbird - Car
 Body: 2 Door Convertible Engine: 8 Transmission: Automatic 4 speed
 Drive Train: Rear Wheel Drive Drive Side: Left Fuel Type: Unleaded
 First Registered: Canada Ontario
 Currently Registered: Canada Ontario

Location
 Country: Canada
 Dealer:
 Address: 1823 The Queensway
 City: Kapuskasing
 Zip/Postal Code: K0A1T8
 Province/State: Ontario
 FOB:

Colour
 Exterior (generic): Red Exterior (specific): Interior: Red/Black

History
 Usage Type: Lease Theft Recovery: ☐ Major Damage: ☐ Flood Damage: ☐
 Odometer(current): 32000 km Odometer(previous): Date replaced:
 Warranty: Available Months Remaining: 24

Options
 ABS brakes ☒ Air conditioning ☒ Alarm ☒ Alloy wheels ☒
 Aspiration ☐ Audio system ☐ CD player ☐ Block heater ☐ Child-proof locks ☒
 Cruise control ☒ Driver air bag ☒ Heated seats ☒ Keyless remote entry ☒
 Leather interior ☒ Overhead console ☐ Passenger air bag ☒ Power seats ☒
 Power brakes ☒ Power locks ☒ Power mirrors ☒ Power windows ☒
 Power steering ☒ Power trunk ☒ Rear window defrost ☒
 Rear wiper ☐ Remote starter ☐ Roof ☐ Convertible ☐ Roof rack ☐
 Side impact air bags ☐ Spoiler(s) ☐ Tilt steering ☒ Tinted windows ☒
 Towing package ☐ Traction control ☐

Comments:

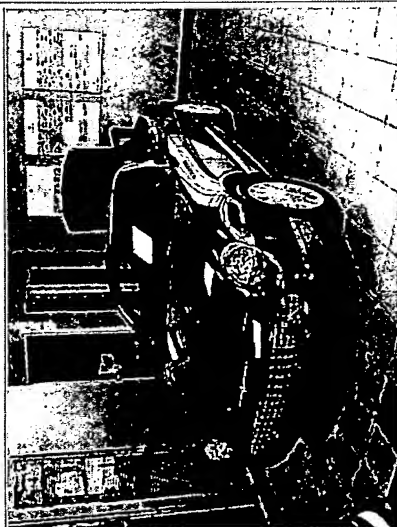
Auction Rules
 Reserve: 45000 CAD Immediate Sale Price: 48000 CAD
 Accept offers before the auction? ☐

Auctions

Withdraw	Sequence	Auction	High Bid (CAD)	If unsold
<input type="checkbox"/>	1	Triton 16-Oct-2002 1:30PM	no bids	List in the next auction
<input type="checkbox"/>	2	Triton 29-Oct-2002 4:25PM		List in the next auction

Figure 16a

Photographs			
Delete	Type	Sequence	File Name
<input type="checkbox"/>	Exterior	1	P001114.JPG
<input type="checkbox"/>	Exterior	2	P001115.JPG
<input type="checkbox"/>	Interior	3	P001116.JPG



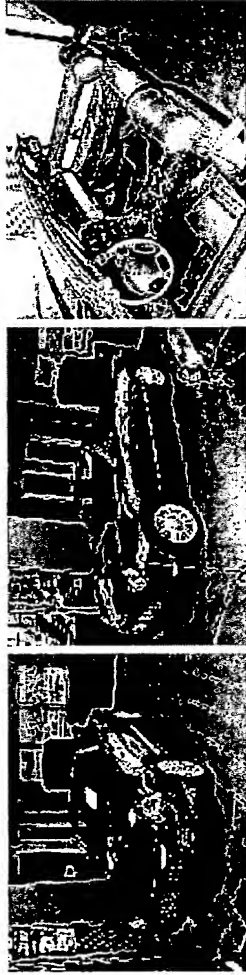
Save

Figure 165

Submit Vehicle - Photographs

VIN: 1FMDU34X0SDA65467

Model: 2002 Ford Thunderbird



Upload Photograph

Select the photograph on your hard drive or network.
(Do not upload photographs of damage here).

View of Vehicle:

After all photographs have been uploaded, click here:

(You can provide additional information about uploaded photographs on the [Vehicle Details](#) page)

Figure 16c

Submit Vehicle - Appraisal

Appraisal Date: 2002 ▾ Oct ▾ 7 ▾ Appraiser: KMS Independent: ☐

Appraisal Status: Complete ▾

Interior Condition: Good ▾

Paint Condition: Good ▾

Overall Condition: Good ▾

Windshield Condition: Good ▾

Tire Tread Depth: Front left: 3 mm Front right: 3 mm Rear left: 3 mm Rear right: 3 mm

Comments:

Damage:

Delete	Status	Type	Repair Cost CAD	Description
<input type="checkbox"/>	Confirmed ▾	Dent ▾	500	front passenger/hood
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>




Save

Figure 17a

Submit Vehicle - Appraisal Photographs

VIN: 1FMDU34X0SDA65467
Model: 2002 Ford Thunderbird

Damage Type	Description	Image	File Name
Dent	front passenger/hood		<div style="border-bottom: 1px solid black; height: 20px; width: 100%;"></div> <div style="text-align: right; padding-right: 5px;">Browse...</div> <div style="text-align: right; padding-right: 5px; margin-top: 5px;">UPLOAD</div>

After all photographs have been uploaded, click here: [CONTINUE](#)

Figure 175

Request an Appraisal

VIN: 1FMDU34X0SDA65467
Model: 2002 Ford Thunderbird
Appraiser: Manders Inc.

To cancel the appraisal, check this box ☐

Contract End Date: 2002 ▾ Oct ▾ 5 ▾

Adjusted Maturity Date: 2002 ▾ Nov ▾ 7 ▾

Contract Mileage: 80000 km

Licence Plate Number: AGUD001

Additional Instructions: (up to 75 characters)

Lessee:

Name: Bill Shyster

Country: Canada ▾

Address: 123 West St North

City: Oakville

Zip/Postal Code: M1A 1Z2

Province/State: Ontario ▾

Home Phone Number (905)555-2345

Work Phone Number

Save

Fig 16

Auction Administration

Auction List

Auction: Tricor

Auction Id	Status	Start Date	Start Time Eastern Time	End Time	Suspend
105	Pre-Auction	16-Oct-2002	13:30	15:30	<input type="checkbox"/>
52	Finished	19-Aug-2002	16:20	18:20	<input type="checkbox"/>
51	Finished	17-Apr-2002	10:00	12:00	<input type="checkbox"/>
50	Finished	10-Apr-2002	10:00	12:00	<input type="checkbox"/>
48	Finished	03-Apr-2002	10:00	12:00	<input type="checkbox"/>

Save

Figure 19



HOME AUCTIONS

LOG OUT

M. Shanahan, Shanahan Ford Lincoln

Oct 18, 1:33:48PM

CREDIT LIMIT: \$150,000 CAD

My Bids

BALANCE: \$274,447

Scope: Personal Show: All Segments

ENTER	LEP	DATE	MODEL	YEAR	COLOUR	LM	DAMAGE	TYPE	SELL	LOCATION	STATUS	CURRENT	BID TYPE	DATE	DETAIL
1	02	FORD	Ranger	2000	BLK	23,000		Lease	TRCOR	ON, Etobicoke	1 1:13	\$19,300	Range		
2	99	FORD	Explorer	4000	BLK	67,000		Lease	TRCOR	AB, Calgary	1 1:13	\$21,000	Range		
5	00	FORD	F-250	4000	RED	82,000		Lease	TRCOR	NB, Moncton	1 1:13	\$25,100			
10	99	FORD	Explorer	4000	RED	82,000	\$200	Lease	TRCOR	PQ, Montreal	1 1:13	\$16,500	Range		
6	00	FORD	Windstar	4000	SIL	53,000		Lease	TRCOR	NT, Inuvik	2 1:37PM				

My Sales

Show: All Segments

ENTER	LEP	DATE	MODEL	YEAR	COLOUR	LM	DAMAGE	TYPE	SELL	LOCATION	STATUS	PREFER	CURRENT	BID TYPE	DATE	DETAIL
3	00	FORD	Expedition	4000	RED	42,000		Lease	TRCOR	BC, Vancouver	1 1:13	\$31,000	\$31,500	1		
8	01	FORD	Explorer	2000	SIL	25,000		Lease	TRCOR	PQ, Hull	1 1:13	\$23,000	\$23,500	1		
9	02	FORD	F-150	2000	BLK	82,000		Lease	TRCOR	NB, Fredericton	1 1:13	\$21,000	\$19,000	1		

Auction Monitor

Show: All Segments

ENTER	LEP	DATE	MODEL	YEAR	COLOUR	LM	DAMAGE	TYPE	SELL	LOCATION	STATUS	2 STATUS	CURRENT	BID TYPE	DATE	DETAIL
12	00	FORD	Windstar	4000	SIL	20,050	\$1,400	Lease	TRCOR	NB, Winnipeg	1 1:13	1 1:13				
11	02	FORD	Thunderbird	2000	RED	32,000	\$500	Lease	TRCOR	ON, Kspuskasing	2 1:37PM	2 1:37PM				

206

SEARCH PRICE LOOKUP

GROUP BIDS NEW ADD EDIT ?

ENTER	LEP	DATE	MODEL	YEAR	COLOUR	LM	DAMAGE	TYPE	SELL	LOCATION	STATUS	CURRENT	BID TYPE	DATE	DETAIL
10	99	Ford	Explorer	4000	RED	82,000	\$200	Lease	TRCOR	PQ, Montreal	1 1:12	\$16,500	Range		

RANGE BID (max 20% variance)

16800 TO 16800

SUBMIT

TERMINATE

BID HISTORY

ADD TO MONITOR

Figure 20

Vehicle Search

Dealer: Shanahan Ford Lincoln

Select a Search (new)

(new)	West Coast	Bargains	Active
	Late Model	Lincolns	Active

Continue

Figure 21

Vehicle Search

Search Name Status

Enter the criteria for your search.
To select multiple items in a list, or to de-select an item, press and hold the Ctrl key.

Model Year from to

Make

Models

Transmission

Colours

Registered in

Maximum Odometer Reading km

Maximum Estimated Repair Cost CAD

☒

Figure 22

My Sales

10/20/2001

Show

All Segments

ENTR.	YRSP	MAKE	MODEL	MOD.	COLOR	LN	DRAGE	TYPE	LOCATION	Q	STATUS	RESERVE	CURRENT	All Segments
1	02	FORD	Ranger	20CB	BLK	23,000		Lease	ON,Elktoncote	1	4:30PM	\$19,000		Active Segments
2	99	FORD	Explorer	4DWG	BLK	67,000		Lease	AB,Calgary	1	4:30PM	\$22,000		Segment 1
5	00	FORD	F-250	4DWG	RED	82,000		Lease	NB,Moncton	1	4:30PM	\$26,000		Sold
														Hide

Figure 23



HOME

AUCTIONS

LOG OUT

M. Shanahan, Shanahan Ford Lincoln

Oct 18, 1:38:10PM

CREDIT LIMIT: \$150,000 CAD

Negotiator

Bids

ENTRY	YEAR	MAKE	MODEL	DOY	COLOUR	LM	DAMAGE	STATUS	RESERVE	PRICE
10	99	FORD	Explorer	4DWG	RED	82,000	\$200	45	\$18,000	\$17,900
5	00	FORD	F-250	4DWG	RED	82,000		54	\$26,000	\$25,800
2	99	FORD	Explorer	4DWG	BLK	67,000		1:09	\$22,000	\$21,900

ENTRY	YEAR	MAKE	MODEL	DOY	COLOUR	LM	DAMAGE	STATUS	RESERVE	PRICE
9	02	FORD	F-150	2DCB	BLK	82,000		2:02	\$21,000	\$21,000

My Bids

BALANCE: \$285,947

ENTRY	YEAR	MAKE	MODEL	DOY	COLOUR	LM	DAMAGE	TYPE	SELL	LOCATION	CURRENT	BUY TYPE	DATE	DET-1
1	02	FORD	Ranger	2DCB	BLK	23,000		Lease	TRCOR	ON, Etobicoke	\$19,300	Range		
2	99	FORD	Explorer	4DWG	BLK	67,000		Lease	TRCOR	AB, Calgary	\$21,000	1:09		
5	00	FORD	F-250	4DWG	RED	82,000		Lease	TRCOR	NB, Moncton	\$25,600	Firm		
10	99	FORD	Explorer	4DWG	RED	82,000	\$200	Lease	TRCOR	PQ, Montreal	\$18,800	Firm		
6	00	FORD	Windstar	4DSN	SIL	53,000		Lease	TRCOR	NT, Inuvik	\$23,000	Range		

My Sales

ENTRY	YEAR	MAKE	MODEL	DOY	COLOUR	LM	DAMAGE	TYPE	LOCATION	STATUS	PRICE	CURRENT	BUY TYPE	DATE	DET-1
3	00	FORD	Expedition	4DWG	RED	42,000		Lease	BC, Vancouver	1 Sold	\$31,000	\$31,500	1		
8	01	FORD	Explorer	2DCB	SIL	25,000		Lease	PQ, Hull	1 Sold	\$23,000	\$23,500	1		
9	02	FORD	F-150	2DCB	BLK	82,000		Lease	NB, Fredericton	1 Neg	\$21,000	\$19,000	1		

Figure 24

210

NEGOTIATOR Close

208

MY BIDS

#	Yr	MAKE	MODEL	BODY	COL	MI(000)	DAM	NOTE	HIGH	END
116	99	Cadillac	Seville	4DSN	BLU	43	\$200	12,100	12,200	:12
006	99	Ford	Mustang	2DCP	GRE	143	\$500	13,000	13,000	:18

212

MY SALES

#	Yr	MAKE	MODEL	BODY	COL	MI(000)	DAM	HIGH	END
116	99	Cadillac	Seville	4DSN	BLU	43	\$200	13,500	:10
006	99	Ford	Mustang	2DCP	GRE	143	\$500	12,400	:13
116	99	Cadillac	Seville	4DSN	BLU	43	\$200	13,500	:19
006	99	Ford	Mustang	2DCP	GRE	143	\$500	12,400	:30

OFFER ▼ **SUBMIT** **COUNTER OFFER** 13,200 **ACCEPT** **RESERVE** 13,500 **WITHDRAW**

Figure 25

214

OFFERS close

#	Yr	MAKE	MODEL	BODY	COL	MI(000)	DAM	HIGH	END	SALESPERSON
116	99	Cadillac	Seville	4DSN	BLU	43	\$200	13,500	:19	C. Smith
006	99	Ford	Mustang	2DCP	GRE	143	\$500	12,400	:30	K. Carr

OFFER 13,200 USD **ACCEPT** **REJECT** **RESERVE** 13,100 **IMMEDIATE SALE PRICE** 13,900

Figure 26

BID HISTORY

Entry: 10

VIN: 1FMDU24X1SUA29474

Bidding started at 16-Oct-2002 4:30PM. Negotiation ended at 4:40:55PM.

BIDDER	RECEIVED	BID (CAD)	BID TYPE	STATUS	ASKING
mshanahan	4:39:33PM	17,500	Negotiator	Accepted by seller	
mshanahan	4:31:36PM	16,800	Firm	Refused by seller	17,900
dcampbell	4:31:07PM	16,700	Firm	Superseded	
mshanahan	4:30:10PM	16,500	Range	Superseded	
dcampbell	4:30:10PM	16,400	Range	Superseded	
mshanahan	4:30:10PM	16,300	Range	Superseded	
dcampbell	4:30:10PM	16,200	Range	Superseded	
mshanahan	4:30:10PM	16,100	Range	Superseded	
dcampbell	4:30:10PM	16,000	Range	Superseded	

2165

Figure 27